

# Weekly News

June 24, 2026

## American National

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[In this issue](#) of **Annuity Watch**:

- Enhancements coming soon to Smart Start Accumulator Series
- New digital rate page
- 2026 Q2 compliance updates
- Be FireLight fast
- Qualifying for 2027 Partner Conference

**Annuity rates** – [See the rates](#) effective June 23<sup>rd</sup>.

## Athene

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### Pairing Life Insurance with Lifetime Income

You've already nailed the hardest part of this business; getting clients to face mortality and protect the people who depend on them. Here's how to finish that conversation and roughly double your revenue per client without finding anyone new.

**Here's the idea in one sentence:** a life policy protects your client's family if they die too soon, and an indexed annuity with a lifetime income rider protects the client if they live too long. Same client, same unknown. How long they'll live solved from both directions. You're not selling two products; you're closing the gap your competitors leave open.

The product solution to pair with your life cases is the Athene Ascent Pro Bonus. Premium bonus that boosts value on day one, a guaranteed roll-up on the income base while the client waits, three payout options, principal protected from market losses and Athene is the #1-selling FIA carrier in the country.

Keep this resource - [the two-risk story](#) - at your desk. It provides why this product fits, the language to bridge from the life sale into the annuity, and quick objection handling.

## Corebridge Financial (American General)

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### New Calculator Just released!

Corebridge's newest calculator tool can help you demonstrate the daily income growth accrual offered through an income rider in select Power Series Index Annuities! [See how](#) their already compelling income solutions have been enhanced to provide more income every day, based on their timing for income activation.

Guaranteed Living Benefit Withdrawal Rate Increases – [Get details.](#)

Fixed Annuities – [See the rates](#) effective June 22<sup>nd</sup>.

## Lincoln Financial Group

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### NEW LTC Pre-Check - a simple way to get started

Lincoln introduces LTC Pre-Check, a new, online pre-submission tool to help determine if clients may qualify for Lincoln MoneyGuard solutions. [Check it out!](#)

### Stretching NQ Assets with Protection

When working with clients who inherit non-qualified annuities, they usually face three options:

- Lump Sum – fully taxable in year of receipt.
- 5-Year Rule – short deferral, but all taxes due within five years.
- Lifetime Stretch – distributions spread across life expectancy.

By leveraging [OptiBlend Fixed Indexed Annuity](#) as the stretch vehicle, you can provide your clients with:

- Principal Protection – safeguarding inherited dollars against market volatility.
- Upside Growth Potential – linked to market indexes while avoiding downside risk.
- Spread out the taxes – give clients the ability to take taxable distributions gradually over their life expectancy.
- No Additional Cost – protection built into the product design.

This approach allows advisors to help clients preserve inherited wealth, optimize distribution strategies, and offer peace of mind in an uncertain market.

### Why Capital Group Dividend Value stands out for FIAs

One of the most important decisions in portfolio construction isn't just what you invest in—it's who is managing the strategy.

Capital Group, one of the most respected investment managers in the industry, is behind the fixed indexed annuity strategy available only with Lincoln Financial: Capital Group Dividend Value ETF (CGDV).

It offers 100% active management, access to quality companies, and consistent equity exposure without a volatility overlay. [Take a look at its powerful, outperforming results.](#)

The power of certainty: 1 Year S&P 500 Cap Lock Account – [See the client flyer.](#)

## Mutual / United of Omaha

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### Annuity Awareness Month

When clients are considering an annuity, they're not just weighing the product - they're deciding whether or not to trust the promise.

They want to know the income they're counting on will be there when they need it. They want to feel confident in the company standing behind that guarantee. And they want to work with someone who can help make the decision feel clear, credible and right for their future. That's where Mutual of Omaha can help.

For generations, brokers and clients have trusted our brand for protection, strength and stability. That confidence is backed by strong financial ratings from leading rating agencies, including A+ S&P Global Ratings, A1 Moody's Investors Service and A+ A.M. Best.

Now, you can bring that same strength into retirement income planning. Mutual of Omaha annuity solutions give you another way to help clients protect what they've built and prepare for what's ahead. Because guaranteed income is only as strong as the company behind it — and Mutual of Omaha is a name built to stand behind important promises.



[In this issue](#) of **Express**:

- Why Choose IUL Express?
- Stand Out with Term Life Answers
- The Closing Concept: Stacked for Today, Secured for Tomorrow
- The Cost-of-Care Study Results are In!
- In-force LTCi Rate Adjustments Effective October 1
- Critical Advantage vs. Other CI Products: What Sets It Apart?
- Out-of-Pocket Costs Are Rising-Even with Health Insurance. Here's a Smarter Way to Prepare.

## North American Annuity

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**Annuity rates** – [See the rates](#) effective June 18<sup>th</sup>.

## OneAmerica

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### Alzheimer's and Brain Health Awareness Month

Since June is Alzheimer's and Brain Awareness Month, now's a good time to start the conversation with your clients. Help them to think proactively about their future care needs, the realities of cognitive decline, and the importance of early planning.

As you connect with clients and their families, the resources below can support meaningful conversations:

- [LTC Planning Guide](#) – A consumer friendly overview of care settings, costs and considerations.
- [LTC Conversation Brochure](#) – A guide that can help frame long-term care discussions with clarity and confidence.
- [Two Simple Questions You Should Ask](#) – A tool that can help clients reflect on their preferences and priorities.

You can also listen to the newest "[Caregiving Conversations](#)" podcast episode, about brain health and the amazing resources available through the Alzheimer's Association.



[In this issue](#) of **Care Solutions News**:

- A larger stage, a clear purpose
- A pivotal moment for brain health
- Coming soon: eApp required for all Asset Care applications
- Beneficiary change form update

**Care Solutions rates** – [See the rates](#) effective June 15<sup>th</sup>.

## Protective Life

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### Guide clients through their underwriting options

Getting life insurance can be easier than clients think. Protective helps streamline the process with easy applications and multiple underwriting paths, including:

- Fastest instant approval in 3 minutes for qualifying clients who can accept policy electronically.
- Accelerated underwriting in as little as 3 days with no medical exams and minimal health questions.

[This resource makes it easy to educate clients on their underwriting options.](#)

## Prudential Financial

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Start the Estate Planning conversation – [Visit the sales strategy site.](#)



[In this issue](#) of **Life Essentials**:

- July 9 webinar: Protecting the Future of Small Business
- Long Form Application launch for EssentialTerm products
- Retirement of Term Essential - important update
- Estate Planning for All
- Strengthen your Mirrored Loans strategy with new resources
- Updated: BenefitAccess Rider vs. Other Chronic Illness and/or Terminal Illness Riders
- Upcoming password security update for clients
- 1035 Exchanges: What you need to know
- EssentialTerm Suite: Important planned enhancements for new business submission

## Securian Financial

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### Why LTC conversations stall

"What if I never need care?" is one of the most common objections agents hear about long-term care protection. It's a valid question. Who wants to buy coverage they may never use?

This is where many conversations stall but you can help move them forward with the right solution.

SecureCare IV, Securian's newest long-term care (LTC) and whole life insurance policy, provides long-term care protection without a "use it or lose it" tradeoff. And as a cash indemnity policy, it can help you give clients something they won't grow out of: true flexibility.

SecureCare IV's long-term care benefits are paid in cash, giving your clients the freedom to choose the care they want: at home, with loved ones or in a facility. And if they don't need care, their policy provides a death benefit at least equal to the premium they paid.

SecureCare IV can help you turn a common objection into the start of a more meaningful conversation. [Discover how it can help you transform objections into opportunities.](#)

## BOLD solutions for business owners

Eventually the BOSS gets to retire. When consulting with business owner clients on retirement, it's important for them to consider how "retired" they want to be. Will the business owner step back entirely? Or will they reduce their business responsibilities? [Find solutions.](#)

## Symetra

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### Should your clients consider Protector IUL for a 1035 exchange?

In this [case study](#), a client's review with his insurance professional led to a 1035 exchange (PDF) from his whole life policy into a Symetra Protector Indexed Universal Life policy.